

Q3 REPORT JAN-SEP 2023



Daniel Ljunggren
President & CEO



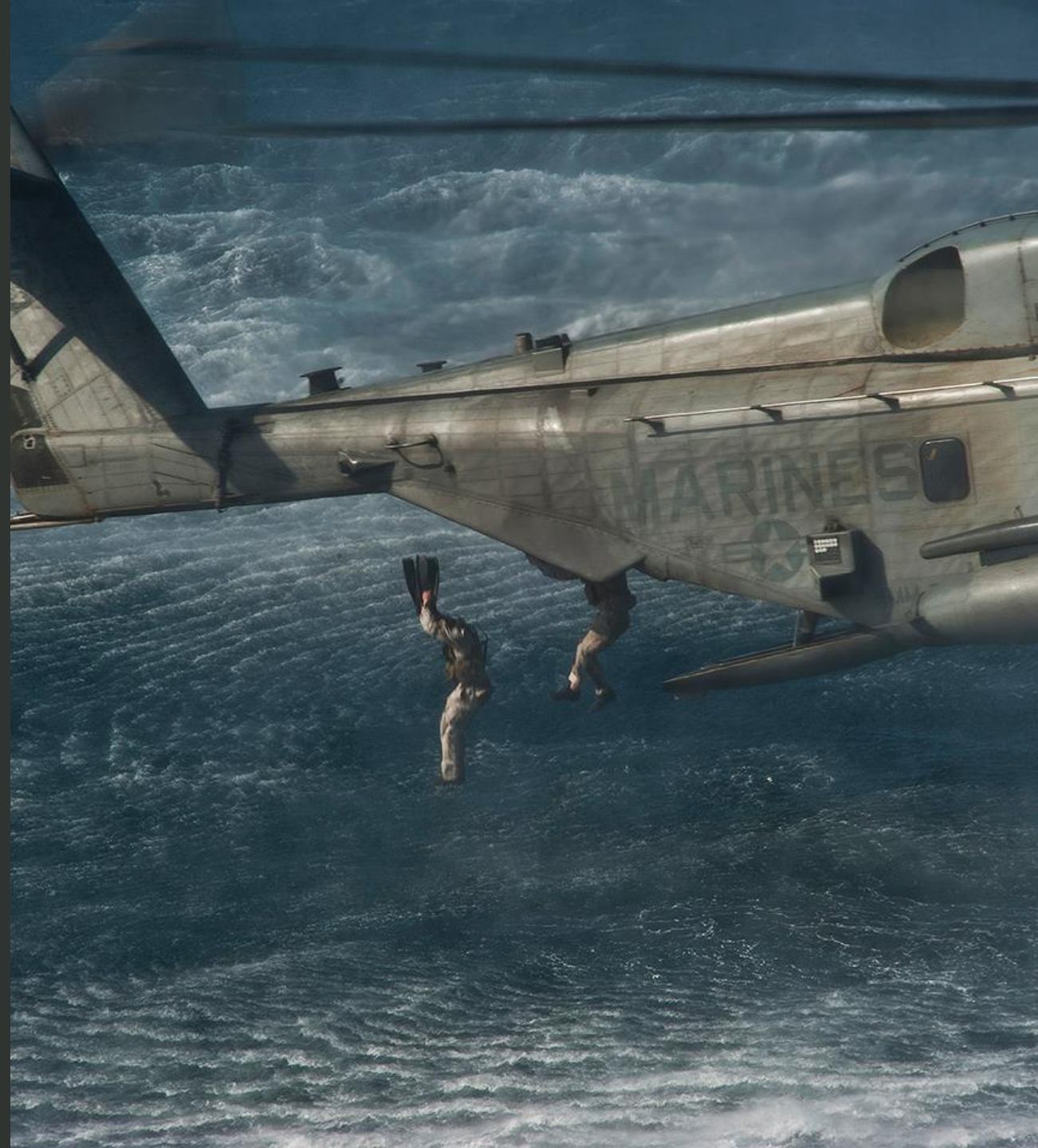
Viveca Johnsson
CFO

WE ARMOR IT.



HIGHLIGHTS Q3 2023

- Continued strong net sales growth
- Operating profit (EBITDA) LTM all-time high
- Still a strong order backlog, SEK 1.3 billion
- MilDef more relevant than ever
- High demand landscape here to stay
- A new dynamic in the market
- Investments in improved product portfolio



KEY FIGURES Q3 2023

226.5

Net Sales, SEK m

38% increase Q3

89% increase first 9 months

Continued strong growth in net sales, strong growth on all geographic markets we operate on. R12 exceeds SEK 1.1 billion.

177.2

Order Intake, SEK m

42% decrease Q3

21% increase first 9 months

Order intake R12 exceeds SEK 1.0 billion. Yet no material impact post Russia's invasion.

26.5

EBITDA, SEK m

Q3 2022: 19.9 SEK m

YTD: 108.2 SEK m (16.6)

Strong improvement in profitability LTM, proves our scalable business model. Gross margin 50% in Q3.

-42.0

Operating cash flow
SEK m

Q3 2022: -40.1 SEK m

YTD: -17.5 SEK m (-45.7)

High inventory at the end of Q3 due to deliveries in Q4. We predict working capital as a per cent of R12 sales to be back at 20 - 25% within 6-12 months.

Q3 BUSINESS HEADLINES



MilDef launch
new brand

WE ARMOR IT.



MilDef awarded
a series of
contracts on the
US market worth
3.5 MUSD



MilDef launches
cutting-edge
MilDef Tactical
Android Device
(T.A.D.)



MilDef launches
new Panel PC
technology

STRONG MARKET FUNDAMENTALS

1



Great need of modernization and digitalization in the defense sector.

2



Largest increase in military spending in Europe in 30 years.

3



Defense planning processes ongoing in several countries – MilDef late in the cycle.

4

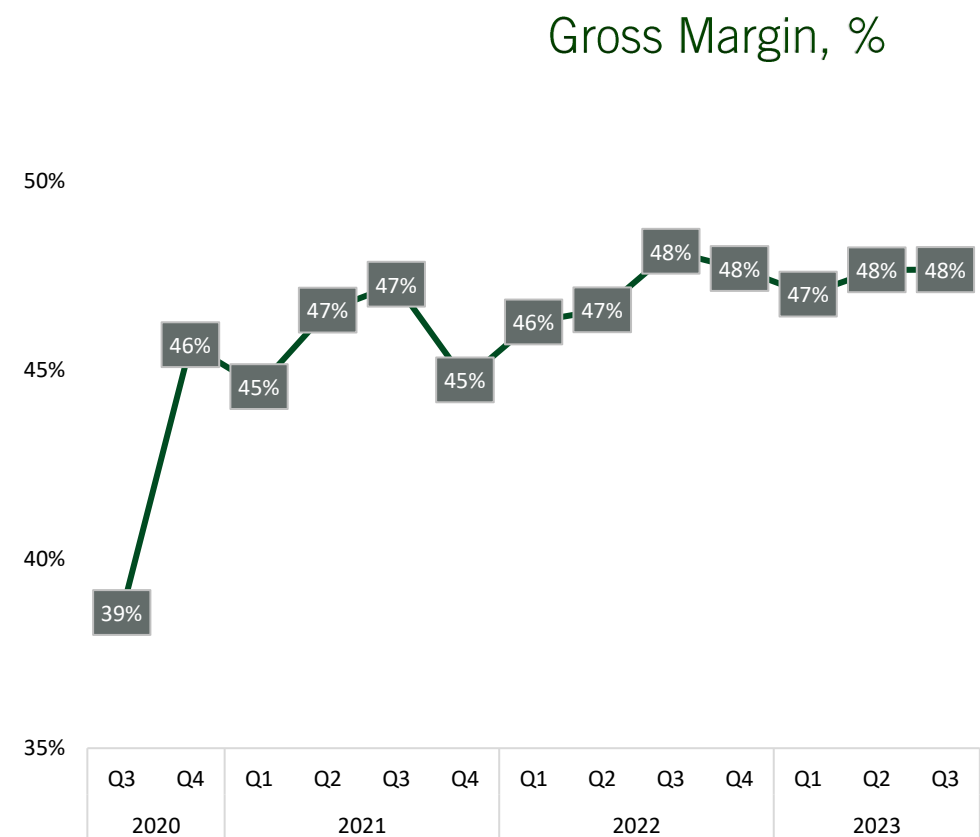
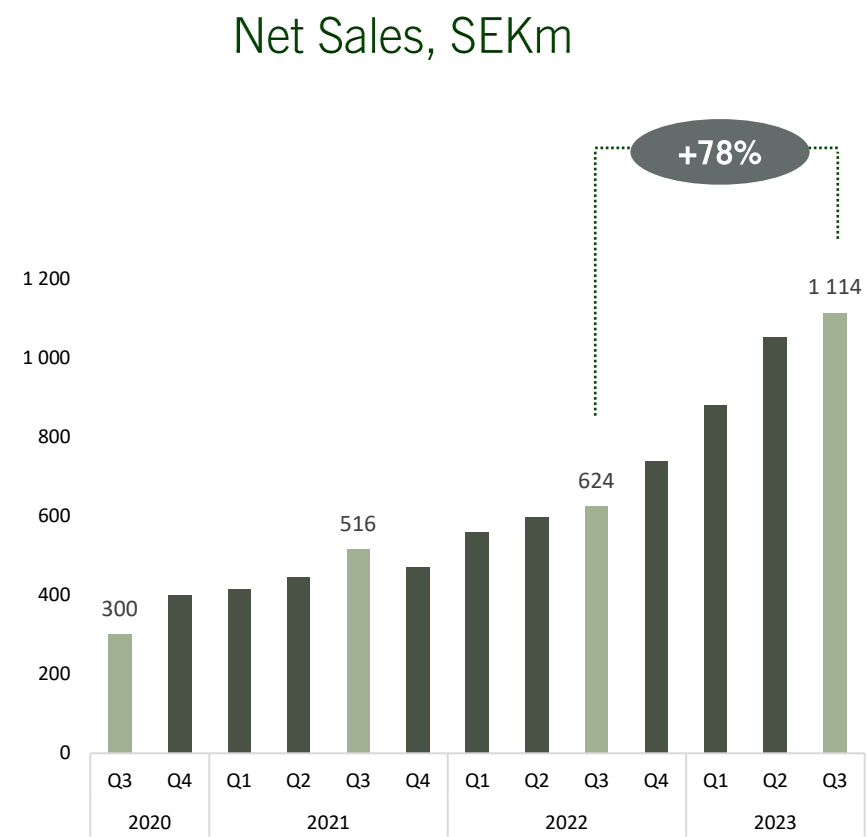


Potential NATO-boost.

FINANCIAL SUMMARY

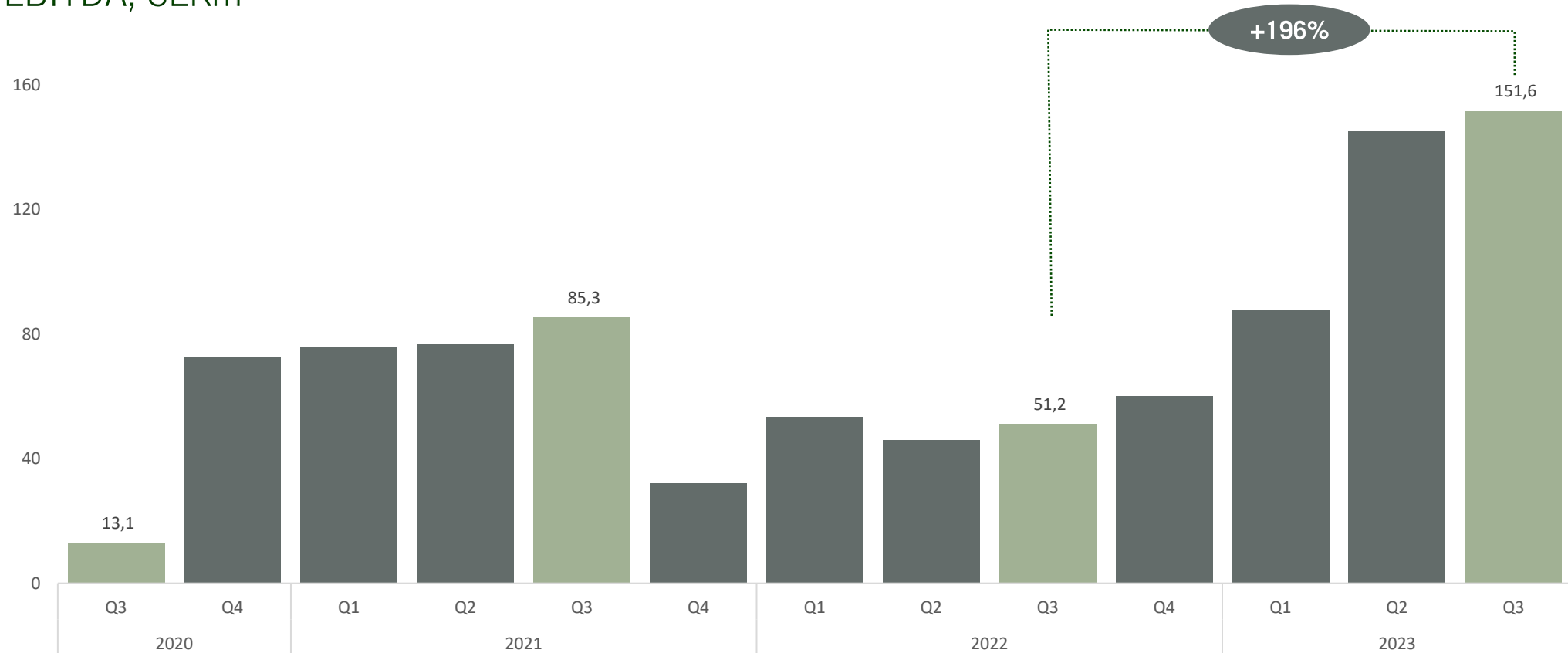
BY VIVECA JOHNSON, CFO

ATH - NET SALES LTM SEK 1,114 MILLION



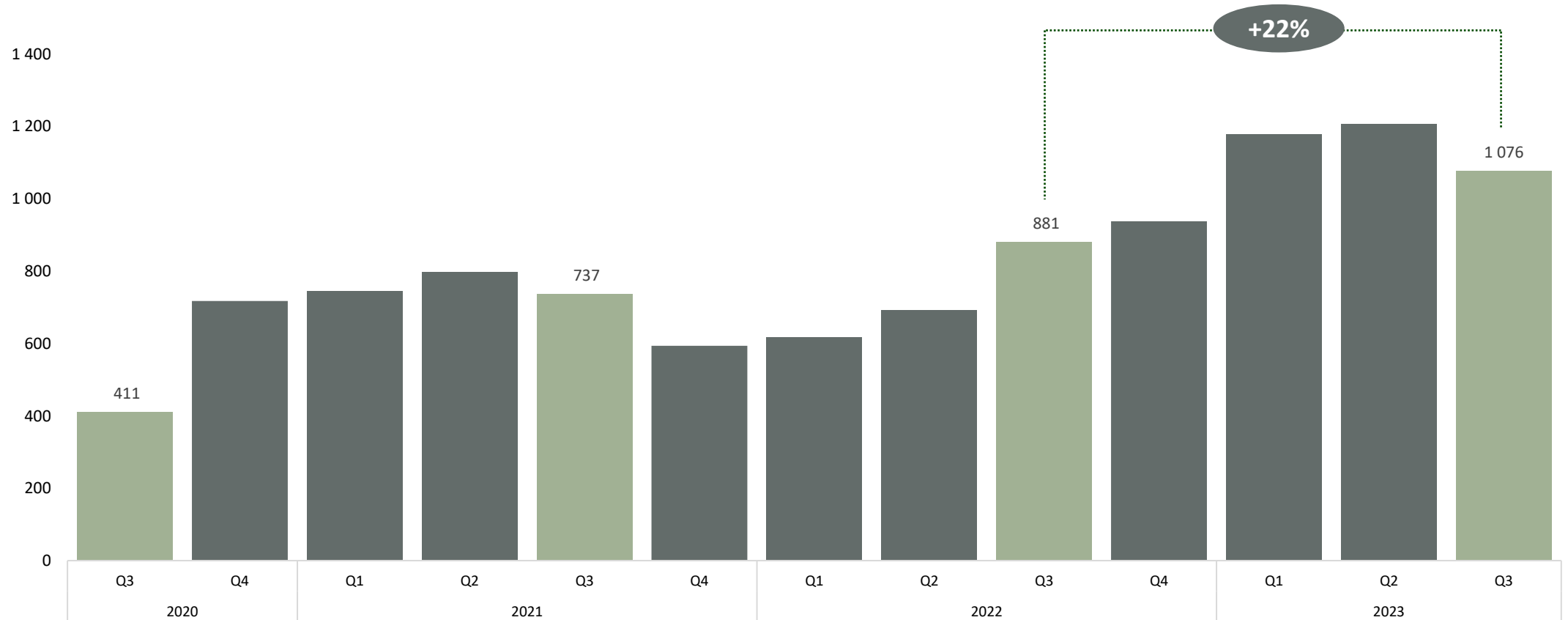
ATH - EBITDA LTM SEK 151.6 MILLION

EBITDA, SEKm



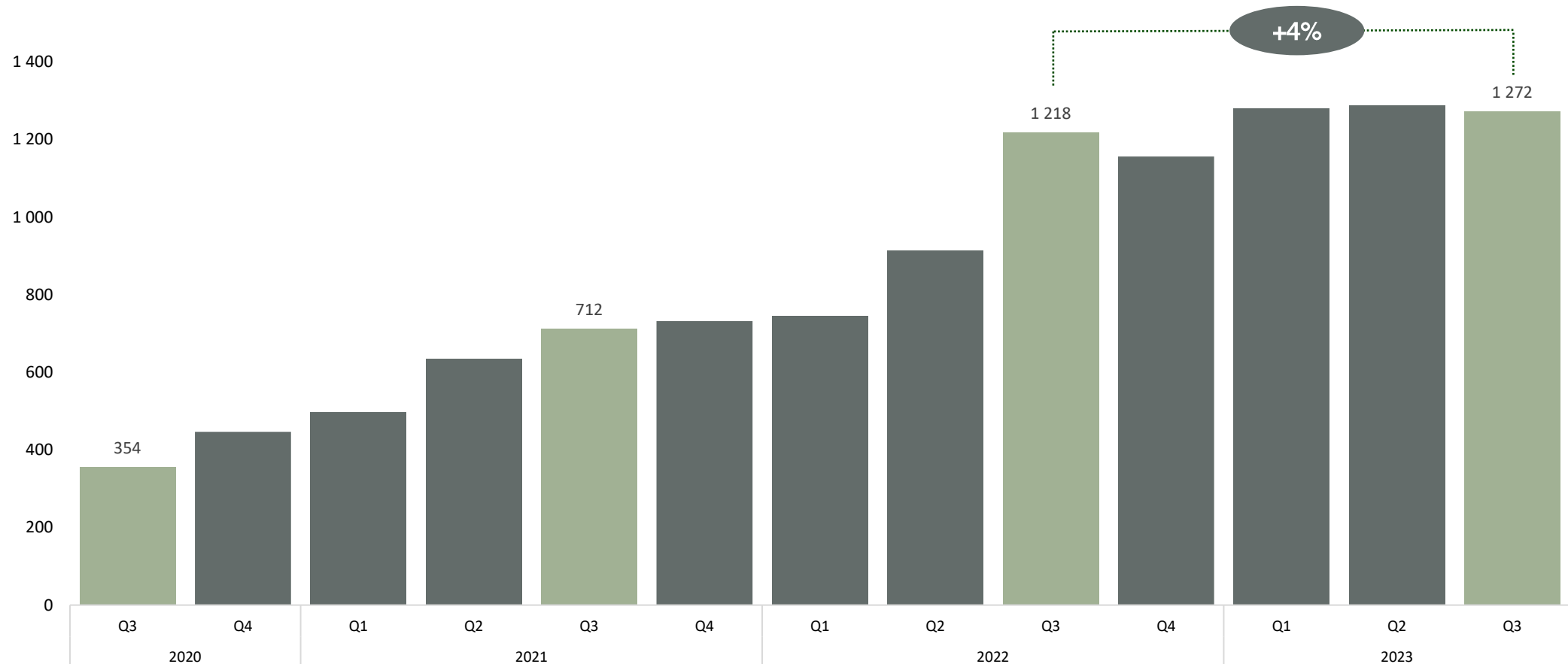
ORDER INTAKE LTM SEK 1,076 MILLION

Order Intake, SEKm



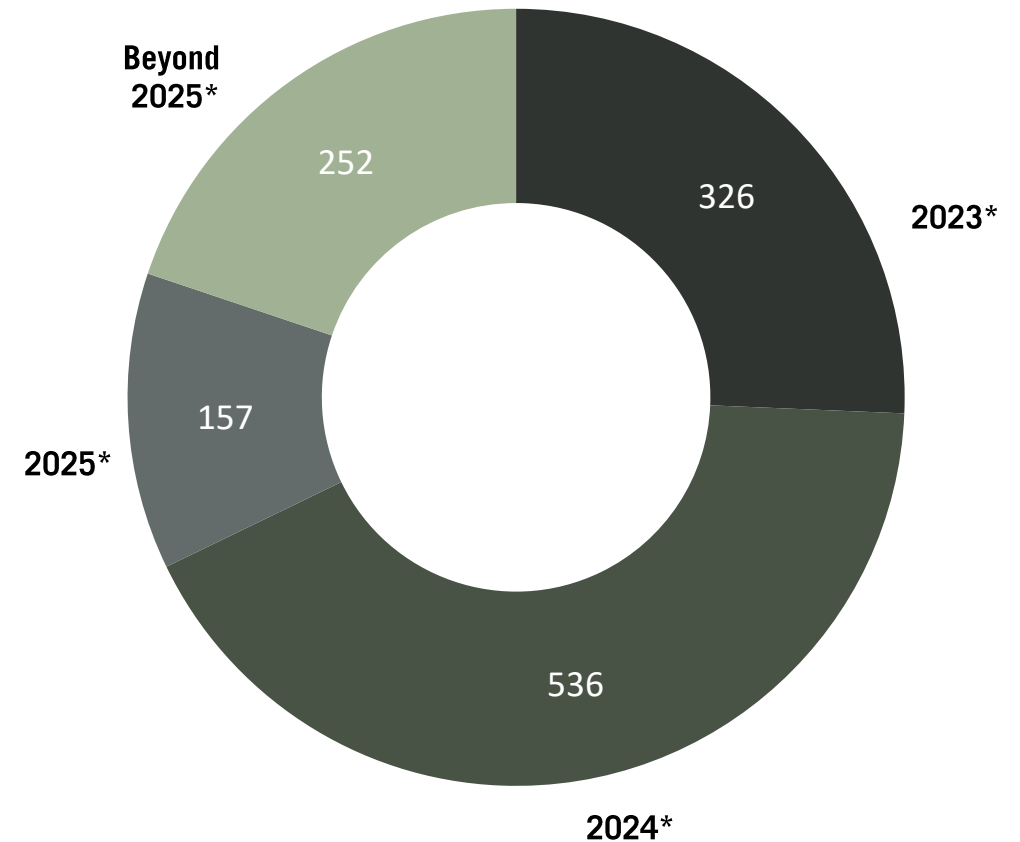
ORDER BACKLOG SEK 1,272 MILLION

Order Backlog, SEKm



ORDER BACKLOG DURATION

Duration of the order backlog (SEKm) per
September 30, 2023, based on planned deliveries

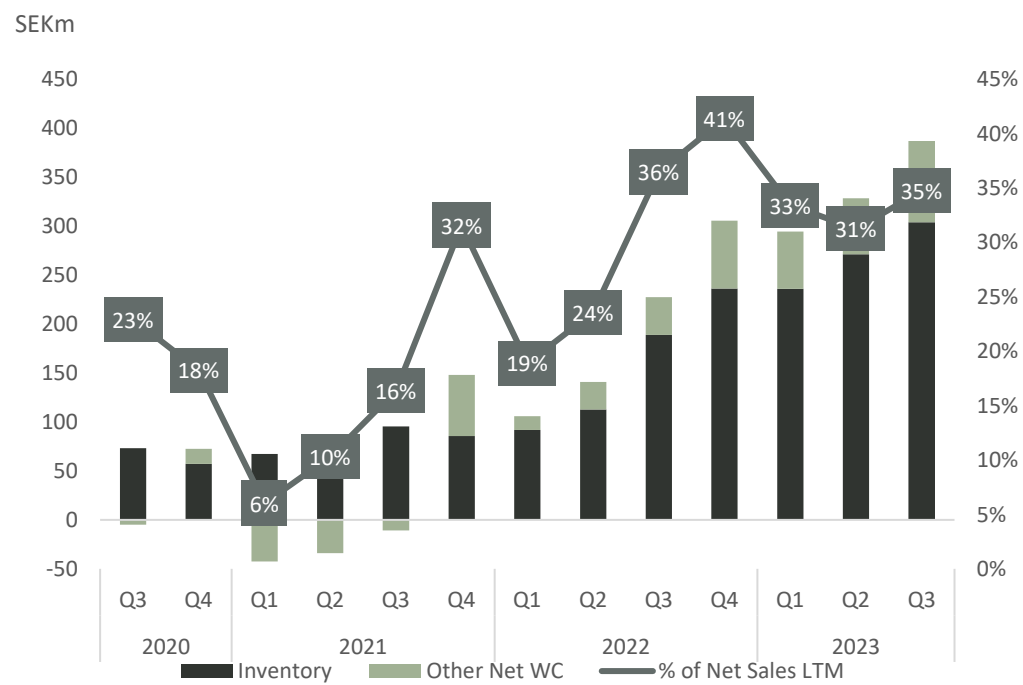


*Important information

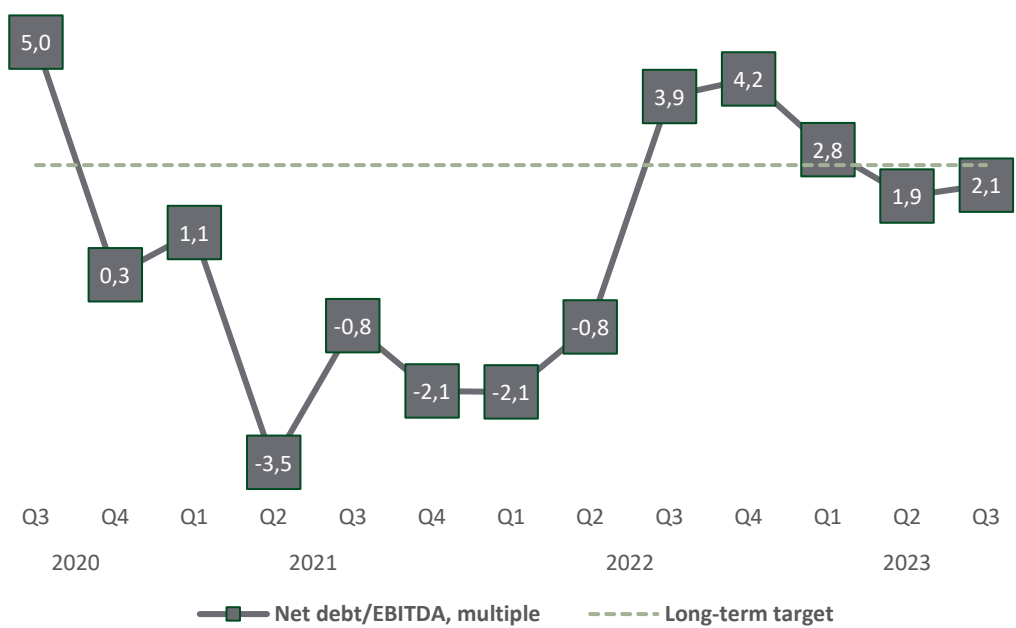
Forward-looking statements do not guarantee future results or development and the actual outcome could differ materially from the forward-looking statements

NET WORKING CAPITAL AND NET DEBT / EBITDA

Net Working Capital



Net Debt / EBITDA



FUTURE OUTLOOK

BY DANIEL LJUNGGREN, CEO

PRIORITIES GOING FORWARD

- 1 Continue strong focus on customer deliveries in 2023
- 2 Capture increased market opportunities in EU and NATO
- 3 Improve net working capital and operating cash flow
- 4 Continue to accelerate US expansion
- 5 NATO – monitor impact and position MilDef



POSITIVE EXPECTATIONS FOR 2023

With a strong order backlog and a more active market, we predict continued strong sales, order intake and profitability for the full year 2023.



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Year-end report 2023 – February 8, 2024

Q1 report – April 26, 2024

Q2 report – July 25, 2024

Q3 report – October 29, 2024

Follow our journey on 

